



*A career in  
Financial Services  
is a Phenomenal  
Opportunity for Women.*

# Consider the Career Opportunities

## FLEXIBILITY

Establish your foundation and build your book of business during the first few years. You'll earn the ability to control your schedule.

## PERFECT FIT

Put your natural relationship and problem-solving skills to work. An entrepreneurial spirit and a caring nature are key attributes.

## WORK YOUR PASSION

Use your circle of influence and contact who you know.

## WOMEN IN THE INDUSTRY GIVE BACK!



## TEAMWORK MAKES THE DREAM WORK

**Teaming** offers opportunities to leverage individual skills. Focus on your strengths and partner with others to complement your skill set.

## DIVERSE EDUCATIONAL BACKGROUNDS WANTED

Learn as you go and **move up the ladder with on-the-job experience**. Receive training through the industry as you gain experience in the field. Professional designations and certification programs offer professional and business development opportunities.

## THE SKY'S THE LIMIT

Time invested plus on-the-job experience equals limitless earning potential. Many earn \$50,000 plus in the first year.

## OF THE 1,000 WOMEN FEATURED IN AN INDUSTRY STUDY\*:

**25%** earned greater than **\$125,000** annually.

**16%** earned greater than **\$200,000** annually.

The median annual income was **\$89,000**



## WOMEN NEEDED

**The need for female financial advisors has never been higher.**

**55%** of women between ages 25 and 34 prefer working with female advisors.

## 20 TRILLION

US dollars are managed by female consumers.

## MANAGEMENT FAST TRACK

This industry presents **opportunities for leadership**; leading teams, developing business or owning independent practices.

## ALWAYS THE RIGHT TIME

This career offers opportunities for women entering the workforce or those considering a career change. **Financial Background Not Required!**

## IT'S NEVER TOO LATE

% of 1,000 surveyed\* women earning over \$200,000:



\*WIFS Research Study

# I chose this career because...



“ This industry is about doing good for others. When you do good for others, it doesn't feel like work, it's a passion. ”

– Chairman & CEO



“ Women in this business flourish because they get to do what they love to do. You'll find female camaraderie, mentorship and role models. ”

– Executive



“ I wanted to be in a profession that impacts peoples' lives. I also wanted advancement, training and income potential. I found it in this industry. ”

– Financial Advisor



“ This career gives me an entrepreneurial opportunity where I am in control. ”

– Owner

## Career Support at Your Fingertips

### PURSUE COMPANIES PROMOTING SUPPORT FOR WOMEN

Industry leading companies recognize the value of attracting and **developing female advisors**. Ask about their internal and external professional development programs for women.

### MENTORSHIP MATTERS

Seasoned industry professionals assist and support those starting out by helping to develop them and **advance their career to the next level**.



### ROADMAP FOR SUCCESS

Read the **real stories of 23 women** who created successful and fulfilling careers.

### JOIN AN ASSOCIATION

Women in Insurance and Financial Services is an association of more than 1,300 industry professionals. For over 80 years, the organization has existed for the sole purpose of **attracting, developing and advancing women in the industry**. Members benefit from networking, mentoring, coaching, professional development programs, annual Conference and more.



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